

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 SIG-02 MMO-04 SS-15
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INR-07 NSAE-00 DOTE-00 OTPE-00 /067 R

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STATE/OCA/AZUCCA

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FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY ADDIS ABABA

AMEMBASSY ANTANANARIVO

AMEMBASSY BAMAKO

AMEMBASSY BANGUI

AMEMBASSY BANJUL

AMEMBASSY BUJUMBURA

AMCONSUL BUKAVU

AMCONSUL CAPE TOWN

AMEMBASSY CONAKRY

AMEMBASSY DAKAR

AMEMBASSY DAR ES SALAAM

AMCONSUL DOUALA

AMCONSUL DURBAN

AMEMBASSY FREETOWN

AMEMBASSY GABORONE

AMCONSUL IBADAN

AMEMBASSY KHARTOUM

AMEMBASSY KIGALI

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

AMEMBASSY LIBREVILLE

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AMEMBASSY LILONGWE

AMEMBASSY LOME

AMCONSUL LUBUMBASHI

AMEMBASSY LUSAKA

AMEMBASSY MAPUTO

AMEMBASSY MASERU

AMEMBASSY MBABANE

AMEMBASSY MONROVIA
AMEMBASSY NAIROBI
AMEMBASSY NDJAMENA
AMEMBASSY NIAMEY
AMEMBASSY NOUAKCHOTT
AMEMBASSY OUAGADOUGOU
AMEMBASSY PRETORIA
AMEMBASSY YAOUNDE

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E.O. 11652: N/A

TAGS: BEXP, XA

SUBJECT:DRAFT AGENDA FOR AFRICAN COMMERCIAL OFFICERS
CONFERENCE, FEBRUARY 20-24, 1978, NAIROBI, KENYA

1. FOLLOWING IS DRAFT AGENDA FOR SUBJECT CONFERENCE AS IT
NOW STANDS AND IS NOT REPEAT NOT TO BE CONSIDERED FINAL.
THE APPROVED FINAL AGENDA WILL BE INCLUDED IN CONFERENCE
KIT WHICH PARTICIPANTS WILL RECEIVE UPON ARRIVAL. THOSE
AGENDA ITEMS SUGGESTED BY POSTS BUT NOT SELECTED AS SEPA-
RATE TOPICS WILL BE COVERED IN GENERAL DISCUSSION PERIOD
FEBRUARY 24, 1978, 1045-1130.

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2. MONDAY, FEBRUARY 20, 1978

1830-2000 ICEBREAKER RECEPTION -- HOSTED BY AMBASSADOR.

3. TUESDAY, FEBRUARY 21, 1978

CO-CHAIRMAN: RICHARD GARNITZ, DIRECTOR, OFFICE OF
INTERNATIONAL MARKETING, U.S. DEPARTMENT OF COMMERCE.

0815-0830 -- CO-CHAIRMAN CALLS CONFERENCE TO ORDER,
WASHINGTON DELEGATES INTRODUCED, ADMINISTRATIVE

ANNOUNCEMENTS.

0830-0845 -- WELCOMING REMARKS -- AMBASSADOR.

0845-0915 -- RECENT COMMERCIAL DEVELOPMENTS, STATE
DEPARTMENT PERSPECTIVES: POLICIES AND PROGRAMS. JOEL
BILLER, DEPUTY ASSISTANT SECRETARY FOR TRANSPORTATION,
TELECOMMUNICATIONS AND COMMERCIAL AFFAIRS, U.S. DEPARTMENT
OF STATE.

0915-0930 -- QUESTIONS AND ANSWERS

0930-1000 -- THE NEW INDUSTRY AND TRADE ADMINISTRATION:
NEW DIRECTIONS, LISBETH KAMBORIAN GODLEY, DEPUTY
ASSISTANT SECRETARY FOR ADMINISTRATION AND LEGISLATIVE
POLICY, U.S. DEPARTMENT OF COMMERCE.

1000-1030 -- QUESTIONS AND ANSWERS

1030-1100 -- BREAK -- GROUP PHOTOGRAPH

1100-1130 -- HOW THE UNITED STATES GOVERNMENT SHOULD
APPROACH THE EXPECTED MULTI-BILLION DOLLAR TRADE DEFICIT.
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W. DEAN MORAN, DEPUTY ASSISTANT SECRETARY FOR EXPORT
DEVELOPMENT.

1130-1200 -- QUESTIONS AND ANSWERS

1200-1230 -- ROLE OF THE BUREAU OF ECONOMIC AND BUSINESS
AFFAIRS IN EXPORT PROMOTION. ALBERT L. ZUCCA, DIRECTOR,
OFFICE OF COMMERCIAL AFFAIRS, U.S. DEPARTMENT OF STATE.

1230-1300 -- QUESTIONS AND ANSWERS

1300-1430 -- LUNCH

1430-1500 -- U.S. ECONOMIC POLICY TOWARD AFRICA,
CARL C. CUNDIFF, DIRECTOR, ECONOMIC POLICY STAFF FOR
AFRICA, U.S. DEPARTMENT OF STATE.

1500-1530 -- QUESTIONS AND ANSWERS

1530-1545 -- BREAK

1545-1615 -- U.S. TRADE POLICY AND GATT NEGOTIATIONS,
LOUIS J. MURPHY, ACTING DIRECTOR, OFFICE OF INTERNATIONAL
POLICY AND RESEARCH, U.S. DEPARTMENT OF COMMERCE.

1615-1630 -- QUESTIONS AND ANSWERS

1630-1700 -- COMMERCE'S NEW OFFICE OF COUNTRY AFFAIRS.
ROBERT SIMPSON, DIRECTOR, OFFICE OF COUNTRY AFFAIRS,
BUREAU OF INTERNATIONAL ECONOMIC POLICY AND RESEARCH.

1700-1730 -- QUESTIONS AND ANSWERS

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4. WEDNESDAY, FEBRUARY 22, 1978

CO-CHAIRMAN: ALBERT L. ZUCCA

0820-0830 -- CO-CHAIRMAN CALLS CONFERENCE TO ORDER,
ADMINISTRATIVE ANNOUNCEMENTS.

0830-0900 -- WHAT THE BUSINESS COMMUNITY NEEDS FROM
THE COMMERCIAL OFFICER. RICHARD GARNITZ.

0900-0930 -- QUESTIONS AND ANSWERS

0930-1000 -- COMMERCE'S BUREAU OF FIELD OPERATIONS.
J. RAYMOND DEPAULO, DEPUTY ASSISTANT SECRETARY FOR FIELD
OPERATIONS.

1000-1030 -- QUESTIONS AND ANSWERS

1030-1045 -- BREAK

1045-1115 -- PRESENTATION OF NEW DOMESTIC EXPORT
STIMULATION PROGRAMS. MERRITT FREEMAN, DIRECTOR, OFFICE
OF EXPORT DEVELOPMENT, U.S. DEPARTMENT OF COMMERCE.

1115-1200 -- WORKSHOPS ON PROGRAMS OF THE OFFICE OF
EXPORT DEVELOPMENT:

A. WORKSHOPS ON INFORMATION PROGRAMS --

1. WORLD TRADERS' DATA REPORTS
2. FOREIGN TRADER INDEX
3. AGENT/DISTRIBUTOR SERVICE
4. TRADE INQUIRIES AND DISPUTES
5. EXPORTER/AGENT INFORMATION SYSTEM

B. WORKSHOP ON SELLING U.S. PRODUCTS AND SERVICES --

1. MAJOR PROJECTS

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2. MAJOR PRODUCTS/INVESTMENT OPPORTUNITIES
3. TRADE OPPORTUNITIES PROGRAM
4. FOREIGN BUYERS' PROGRAM

1200-1300 -- REPORTS OF THE WORKSHOPS AND FULL GROUP
DISCUSSION.

1300-1430 -- LUNCH

1430-1500 -- NEW EXPORT PROMOTION PROGRAMS AND DIRECTIONS. RICHARD GARNITZ.

1500-1530 -- QUESTIONS AND ANSWERS

1530-1545 -- BREAK

1545-1700 -- WORKSHOPS ON THE OVERSEAS PROGRAMS OF THE BUREAU OF EXPORT DEVELOPMENT: (A) WORKSHOP ON TRADE PROMOTION EVENT PROGRAMS; (B) WORKSHOP ON INFORMATION AND LIAISON PROGRAMS.

1700-1800 -- REPORTS OF THE WORKSHOPS AND FULL GROUP DISCUSSION.

5. THURSDAY, FEBRUARY 23, 1978

CO-CHAIRMAN: RICHARD GARNITZ

0825-0830 -- CO-CHAIRMAN CALLS CONFERENCE TO ORDER, ADMINISTRATIVE ANNOUNCEMENTS.

0830-0900 -- U.S. TRADE WITH AFRICA: PROSPECTS AND EXPORT PROMOTION PLANS, MAX MILES, COUNTRY MARKETING UNCLASSIFIED

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MANAGER FOR AFRICA, U.S. DEPARTMENT OF COMMERCE.

0900-0930 -- QUESTIONS AND ANSWERS

0930-1030 -- PANEL OF THE WHOLE NO. 1: PROGRAMS AND PROBLEMS AFFECTING SMALL POSTS AND CONSTITUENT POSTS.

1030-1045 -- BREAK

1045-1200 -- PANEL OF THE WHOLE NO. 2: DEVELOPING TRADE AND OTHER CONTACTS IN THE MARKETPLACE.

1200-1330 -- LUNCH

1330-1500 -- PANEL OF THE WHOLE NO. 3: GENERAL MANAGEMENT OF THE COMMERCIAL SECTION--INCLUDING COUNTRY COMMERCIAL PROGRAMS AND COMMERCIAL ACTION PROGRAMS.

(A) LARGE POSTS; (B) SMALL POSTS.

1500-1545 -- PANEL OF THE WHOLE NO. 4: ROLE OF THE COMMERCIAL OFFICER IN ASSISTING THE HOST NATIONS TO

FORMULATE LONG-RANGE MARKETING PLANS.

1545-1600 -- BREAK

1600-1700 -- PANEL OF U.S. EXPORT FINANCING.

(A) FCIA; (B) EX-IM BANK; (C) LOCAL BANK.

1700-1730 -- QUESTIONS AND ANSWERS

1730-1830 -- PANEL OF THE WHOLE NO. 5: USE OF LOCALS IN DEVELOPING NATION POSTS.

6. FRIDAY, FEBRUARY 24, 1978

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CO-CHAIRMAN: ALBERT L. ZUCCA

0825-0830 -- CO-CHAIRMAN CALLS CONFERENCE TO ORDER.

0830-0900 -- POTENTIAL USE OF REIMBURSEABLE DEVELOPMENT PROGRAM IN AFRICA. NICHOLAS HOLLIS, ASSISTANT COORDINATOR FOR MARKETING AND PROMOTION, OFFICE OF REIMBURSABLE DEVELOPMENT PROGRAMS, AGENCY FOR INTERNATIONAL DEVELOPMENT.

0900-0930 -- QUESTIONS AND ANSWERS

0930-1000 -- COMMERCE RELATIONSHIPS WITH STATE: POLICY AND MANAGERIAL ASPECTS. BETTY D. NEUHART, DIRECTOR, COMMERCIAL REPRESENTATION STAFF, U.S. DEPARTMENT OF COMMERCE.

1000-1030 -- QUESTIONS AND ANSWERS

1030-1045 -- BREAK

1045-1130 -- DISCUSSION OF TOPICS NOT PREVIOUSLY COVERED, I.E., BOYCOTT QUESTION, REPORTING, MARKET RESEARCH, INDIVIDUAL POST PROBLEMS, ETC.

1130-1200 -- OFFICIAL CONFERENCE ADJOURNMENT

1200-1430 -- LUNCH

1430 INDIVIDUAL SUB-AREA MEETINGS (OPTIONAL) VANCE

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Message Attributes

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